



SeaPort Enhanced

—Program Overview—

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Primary Topics

- What Is SeaPort-e?
- SeaPort-e Programmatic Approach
- Rolling Admission Process
- SeaPort-e Zones
- Small Business Participation
- SeaPort-e Program Results
- Helpful Hints



What Is SeaPort-e?

- SeaPort-e is a Set of Multiple Award Contracts:
 - Navy's Virtual SYSCOM Enterprise solution to acquire Engineering, Financial, and Program Management support services
 - SeaPort-e Navy service procurement vehicle:
 - 2,222 prime contractors (83% small business) with a basic IDIQ MAC in SeaPort-e
 - Competitive Task Orders – Fair Opportunity (FAR 16.505)
 - Competed in one of seven geographic zones based upon principal place of performance
- SeaPort-e is a Web-Based Portal:
 - Provides a means for electronically competing & awarding Task Order solicitations
 - Facilitates the acquisition and management of services



Programmatic Approach

- SeaPort-e Multiple Award Contract (MAC):
 - Five-Year Base ordering period w/Five-Year Award Term
 - Scope includes Engineering, Technical, & Professional Support Services across 22 functional service areas
- Allows for small business set-asides (restricted competition)
 - Task Order competitions may be restricted to small businesses and certain small business sub-categories (HUB Zone, SDVOSB)
 - MOA with SBA for 8(a) set-aside restricted competitions
- Rolling Admissions conducted annually
 - Allows for base MAC awards to new contractors
 - Allows existing primes to expand into other geographic zones
 - Allows refresh of the prime/source base



Programmatic Approach

- SeaPort-e Task Order Competition:
 - FAR Part 16 requires that each MAC holder be provided a Fair Opportunity to be considered for each order exceeding \$3,000
 - Fair Opportunity exceptions (urgency, one source, logical follow-on) not recognized in SeaPort-e (except minimum guarantee Orders)
 - SeaPort-e policy requires ALL Task Orders be competed
 - All MAC holders registered in a zone automatically receive notification of the release of all solicitations issued in that zone.
 - All proposals are electronically submitted within the portal
 - All post award task order administration is conducted within the portal
 - Task Order period of performance can not exceed 5 years in length



22 Functional SOW Areas

1. Research and Development Support
2. Engineering, System Engineering and Process Engineering support
3. Modeling, Simulation, Stimulation, and Analysis Support
4. Prototyping, Pre-Production, Model-Making, and Fabrication Support
5. System Design Documentation and Technical Data Support
6. Software Engineering, Development, Programming, and Network Support
7. Reliability, Maintainability, and Availability (RM&A) Support
8. Human Factors, Performance, and Usability Engineering Support
9. System Safety Engineering Support
10. Configuration Management (CM) Support
11. Quality Assurance (QA) Support
12. Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
13. Inactivation and Disposal Support
14. Interoperability, Test and Evaluation, Trials Support
15. Measurement Facilities, Range, and Instrumentation Support
16. Logistics Support
17. Supply and Provisioning Support
18. Training Support
19. In-Service Engineering, Fleet Introduction, Installation and Checkout Support

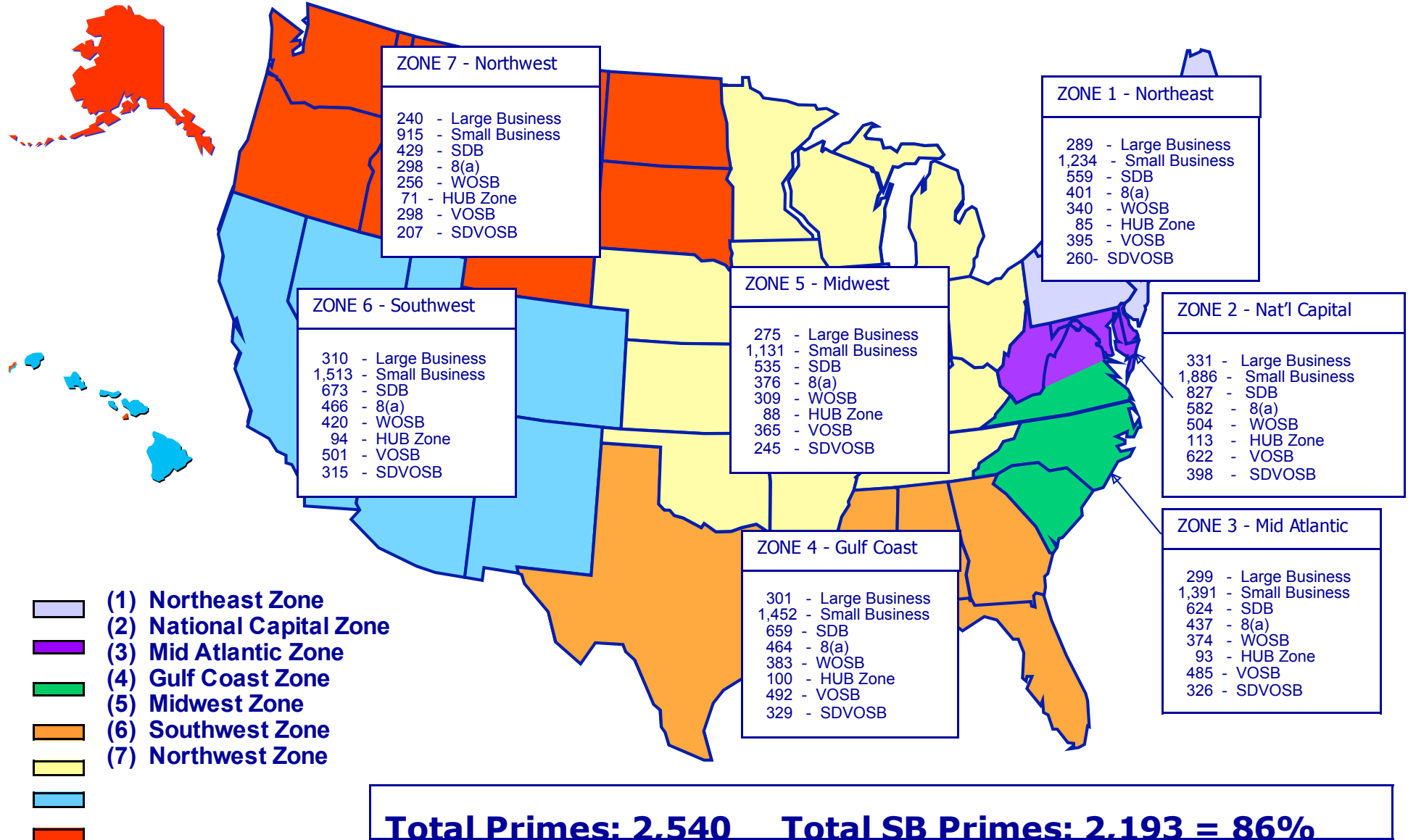


Rolling Admissions

- Basic MAC clause H.8 allows for additional IDIQ prime contract awards
- Rolling Admissions procurements conducted by NSWC Dahlgren
 - MACs administered by the PCO at NSWC Dahlgren
- Rolling Admissions procurements provide:
 - Contractors with the ability to obtain SeaPort prime contract
 - Existing SeaPort vendors with the ability to expand into additional zones
 - The ability to include new ordering activities under the contract
- The last Rolling Admissions awards were made in July '11, adding 333 companies, 307 of which were small businesses
- The next Rolling Admission will be announced both on the SeaPort home page and via FedBizOpps. Normally announcement is made in early spring, with awards in late June/early July.

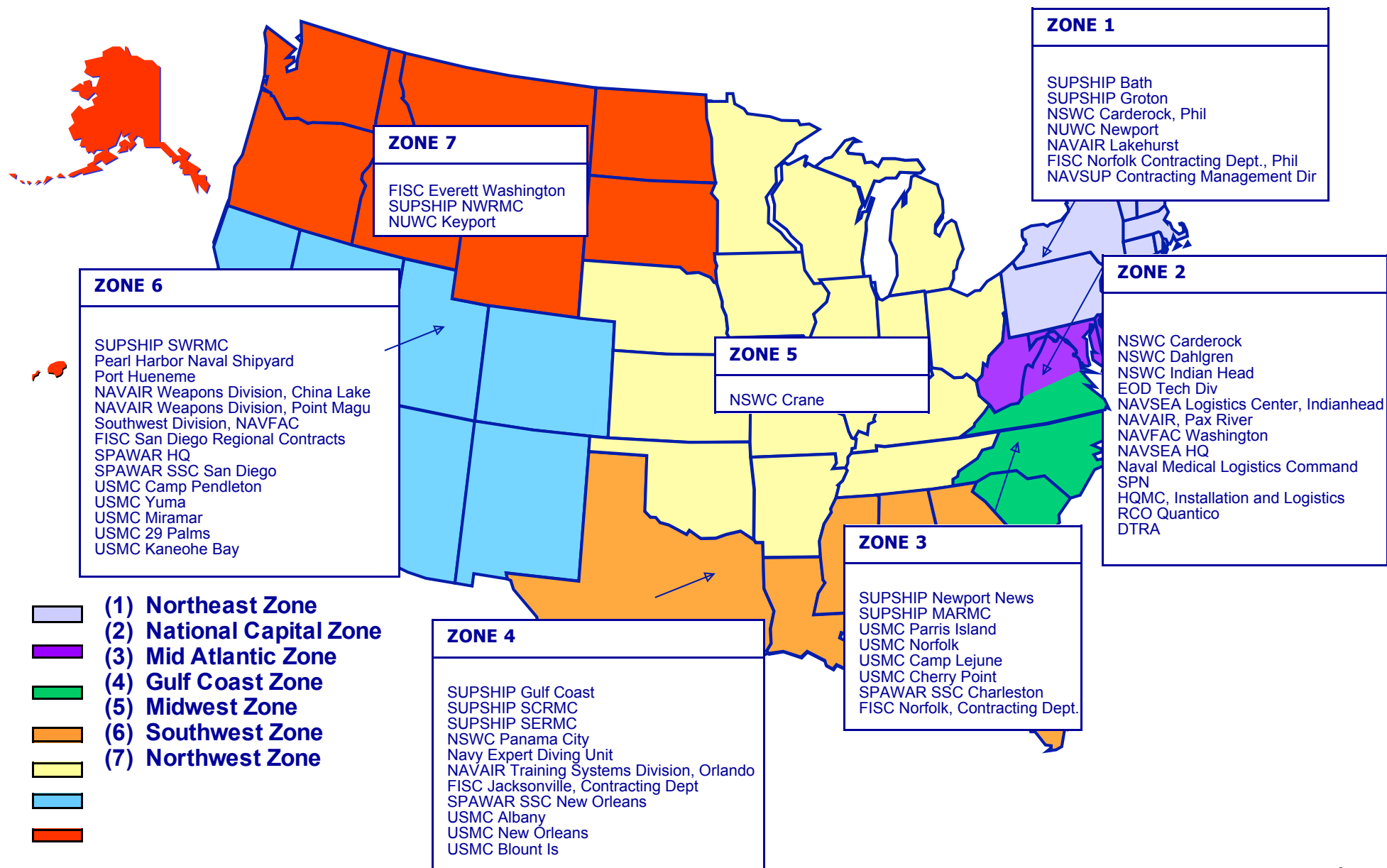


VS SeaPort-e Zones





VS SeaPort-e Zones





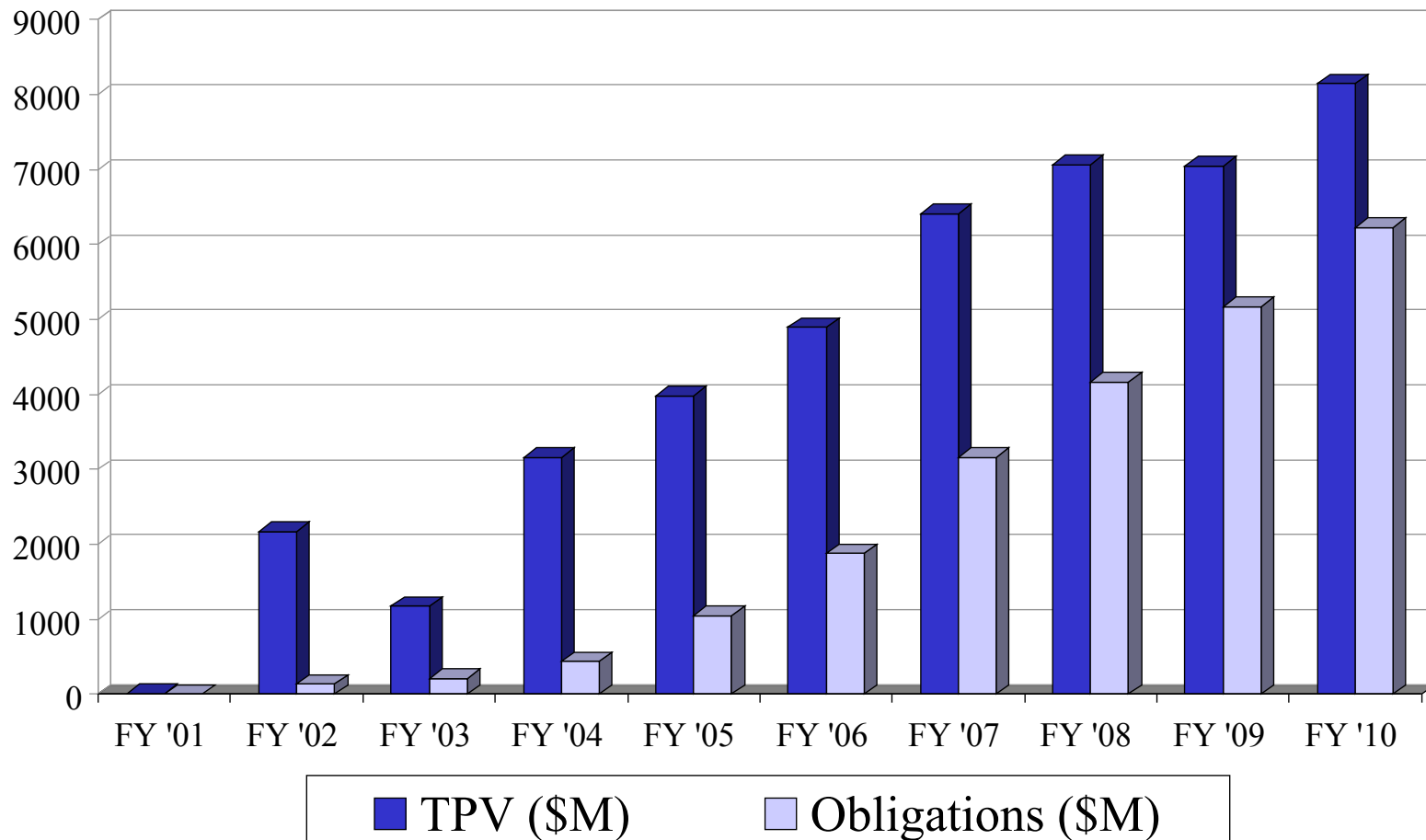
Small Business Participation

- Improved Small Business Participation
 - SeaPort-e Results:
 - Prime MAC awards: 2,193 of 2,545 (86%) (as of 16 July 2011)
 - Percent of total dollar obligations to small business concerns at the prime level: goal: 33%, actual: 31%
 - Percent of total dollar obligations to small business concerns at the subcontract level: goal: 20%, actual: 20%
 - Actual small business subcontracting reported by large businesses via the portal semi-annually



SeaPort Program Results

Awards & Obligations Since Program Inception:



Note: Includes SeaPort-I (2001-2004) & SeaPort-e (2004 – Present) program results



SeaPort-e Program Results

Navy Virtual SYSCOM Awards To Date:

SYSCOM:	# of Task Orders:	# of Actions / Mods:	TPV @ Award:	Funded To Date:
NAVAIR	232	5345	\$6,477,251,293	\$3,466,619,525
NAVFAC	161	1049	\$807,438,296	\$523,550,723
NAVSEA	1541	37413	\$31,970,063,374	\$17,829,619,293
NAVSUP	221	2062	\$1,564,545,910	\$878,505,259
SPAWAR	401	6436	\$6,668,919,364	\$3,854,215,007
SSP	1	20	\$36,786,701	\$30,134,278
USMC	61	414	\$423,386,998	\$214,987,307
ONR	12	83	\$138,125,549	\$32,868,330
MSC	1	3	\$115,400	\$115,400
Totals:	2,631	52,825	\$48,086,632,885	\$26,830,615,122

* Note: As of August 9, 2011



Helpful Hints

- You have won a SeaPort-e MAC, now what?
 - Monitor Opportunities available in your Zone
 - Emails are sent to all corresponding Zone MAC holders of business opportunities.
 - Team with larger businesses or other incumbent small businesses to get a foot in the door.
 - Simply winning a MAC will not bring work to your business, you must get out there and compete at the Task Order level!
 - Develop a relationship with procuring activities.
 - Learn who the Navy procuring activities Deputies for Small Business are and contact them. DSBs help determine small business set-aside percentages in requirements.
 - Navy Program Offices are the requirements developers. Send capabilities statements so program managers are aware that businesses other than large can do the work to encourage small business set asides.



Helpful Hints

- You want to get a SeaPort-e MAC, where do you start?
 - Teaming Arrangements
 - You do not have to be a Prime MAC holder to view SeaPort solicitations and participate in SeaPort. Find a current SeaPort MAC holder (prime contractor) and ask them to request your company be added as an approved team member.
 - All approved team members receive a notice from the system whenever a solicitation is released in the zone associated with that particular prime contractor.
 - Visit www.seaport.navy.mil and wait for the next Rolling Admissions announcement in order to become a Prime.
 - Follow the requirements of the Rolling Admission solicitation.



Helpful Hints

- Submit proposals in the Vendor Portal.
 - Read the solicitation thoroughly and follow the requirements as a prime or subcontractor.
 - If in doubt about a requirement, ask the question in the portal during the Q&A timeframe.
- Be aware of amendments issued.
 - Amendments can be issued both before the closing time for a solicitation, or after the solicitation has closed.
 - Issuance of an amendment removes both any draft proposals and proposals that were submitted under a solicitation. Just because the amendment does not cause you to alter your proposal submission, you still need to reload your proposal. If you do not, and the amendment was issued after proposals were received, your proposal will not be available for the Government to evaluate, even if you submitted it by the closing time.
 - It is your responsibility to ensure all your information is received by the Government.



Helpful Hints

- Report any technical difficulties in uploading your proposal.
 - This is an automated system. When the closing time arrives, the portal will close and boot you off, regardless of where you are in the process of uploading proposal documents. Late is late.
 - The system tracks both log in and activity information automatically.
 - Do not assume that because you logged into the system and uploaded draft proposal documents before the closing time that your proposal will be accepted. The system will not allow you to finalize your draft documents after closing time.
 - Only the Contracting Officer can make the determination to accept a proposal outside of the portal, and there is no obligation on the part of the Contracting Officer to do so. It is your responsibility to ensure you have enough time to upload your proposal and to report any technical problems via both the help desk within the vendor portal and notification to the cognizant Contracting Officer. 10 minutes before closing is not an adequate amount of time.



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